

Message Text

LIMITED OFFICIAL USE

PAGE 01 BUCHAR 01604 180854Z

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

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R 180733Z APR 74

FM AMEMBASSY BUCHAREST

TO USDOC WASHDC

INFO SECSTATE WASHDC 8409

LIMITED OFFICIAL USE BUCHAREST 1604

E.O. 11652: N/A

TAGS: BDIS, RO

SUBJECT: IPSEN INDUSTRIES

REFS: A) STATE 052525; B) BUCHAREST 1047; C) BUCHAREST 1326

OFFICIALS OF FOREIGN TRADE ORGANIZATION METAROM CALLED IN EMBASSY ECON/COMM OFFICER FOR SECOND TIME WITHIN PAST FEW WEEKS TO ASK AGAIN FOR ASSISTANCE ON IPSEN CONTRACT. ACCORDING TO METAROM OFFICIALS ROMANIAN FTO STILL CANNOT AGREE TO PRICE INCREASE PROPOSED BY IPSEN, HOWEVER ROMANIANS WILLING TO BEGIN "SERIOUS NEGOTIATIONS" WITH IPSEN ON SECOND PHASE OF SILICON STEEL MILL PROJECT CALLING FOR SIX ADDITIONAL VACUUM FURNACES VALUED AT APPROXIMATELY \$5 MILLION. METAROM OFFICIALS SAID THAT NEGOTIATIONS FOR SECOND PHASE WOULD "START FROM SCRATCH", AND IN SUBSEQUENT CONVERSATION IMPLIED THAT IPSEN'S PROPOSED PRICE INCREASE ON FIRST PHASE COULD BE NEGOTIATED INTO CONTRACT FOR SECOND PHASE. ROMANIANS REQUEST THAT IPSEN SEND NEGOTIATOR TO BUCHAREST SOON AS POSSIBLE TO CONFIRM FIRST ORDER AND TO NEGOTIATE SECOND PHASE. IT WAS OBVIOUS FROM TENOR OF MEETING THAT ROMANIAN OFFICIALS STILL UNDER HEAVY PRESSURES OF TIME IMPOSED BY PLAN. EMBASSY REQUESTS USDOC CONSULT AGAIN WITH IPSEN INDUSTRIES WITH VIEW TO URGING THEM TO FOLLOW-UP CURRENT AND FUTURE CONTRACTS, PREFERABLY BY SENDING REPRESENTATIVE TO BUCHAREST SOON AS POSSIBLE.

BARNES

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